

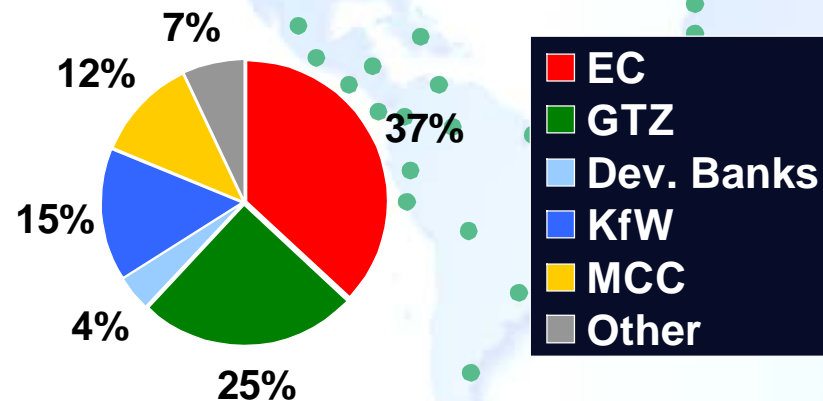


Experience with health sector TA contracts funded by the European Commission

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The company

- Presently working in 70 countries
- Track record of > 3000 TA contracts
- Approx. 290 staff, of which ~ 120 at headquarters
- Annual turnover 54 / million EUR (2007)
- Clients of GFA (share of turnover):



Business Areas



- Decentralisation and Public Sector Management
- Private Sector Development
- Human Resource Development
- Financial Systems Development
- Fund management (project funds > 3 billion EUR)
- IT-Tools for accounting and procurement
- Water and Sanitation
- Agriculture and Rural Development
- Natural Resources Management
- **Health and HIV/AIDS**
 - Disease Control
 - Health Services Management
 - Reproductive Health
 - HIV/AIDS prevention
 - Health Sector Reform
 - Procurement



Experience with EC-funded contracts



- More than 300 contract references funded by the European Commission
- Currently GFA manages > 40 ongoing long term TA contracts
- Active participation in 6 framework contracts (BENEF lots 1,8,9 and EC Brussels lots 2,4,5)
- **Experience in the health sector**
 - Vietnam malaria (1997-2002, lead Franklin)
 - Vietnam HEMA (2006-2010, lead GFA)
 - Congo/RDC (2006-2010, lead AEDES)
 - Framework lot 8 (lead AEDES)

AEDES *group*



International
Consultancy

s.c.r.l.
Santé Publique



Consulting

s.a.
Hospital Management



FOUNDATION

f.u.p.
Santé Publique



**Technical assistance in
Developing &
Emerging Countries**



**Consulting in
Hospital
Management
(Europe)**



**Seed Funding
Operational Research:
AIDS global care,
Malaria, Drug quality**

**Advice & guidance in the health sector
Permanent staff HQ 18; Field 34**



Expertise

- Health policies, planning , M & E
- Pharmaceutical policies, drug supply and management
- Health care financing & allocation of resources
- Health Information Systems
- Institutional building
- HIV/AIDS prevention, care & treatment
- Hospital management
- Macro economics and social environment...
- Food Security: Early warning systems



Programmes and projects

2007 : 10 million Euros TO

348 m.m Long term / 177 m.m Short term

- **Multiple Framework contract** to recruit technical assistance for short-term expertise for exclusive benefit of third countries benefiting from European Commission external aid (EC Lot 8 – Health – Consortium leader)
- **ZIMBABWE (EC)** Support services to MOHCW for managing vital health services support programme, Harare. 2007-2008
- **RDC (EC).** 9EDF health programme, Kinshasa. 2007 – 2010
- **MOROCCO (European Investment Bank)** Support to the national hospital strategy, Renovation of 21 hospitals in Morocco. 2007-2008
- **Western Europe (European Investment Bank)** evaluation of the bank investment in health projects (2007)
- **Guinea-Conakry, (EC)** Support to PASSIP project (Support to Health system inside the country), 2002-2006
- **Afghanistan, (EC)** Support to the administration reform of the Government of Afghanistan in the Health sector (2005-2008)

How to win a TA contract?

To consider

- Challenge to be the best in every aspect: price, methodology and personnel: fierce competition
- Eligibility criteria can be difficult to meet (“East Europe”)
- Few tenders in the health sector recently, and sometimes only for individual experts
- Search for personnel the main challenge
- Lead company needs to have sound financial basis
- When the consultant is expected to manage funds for operations the contract carries substantial risks not reflected in the fees (guarantees on programme Estimates management)

How to win a TA contract? (2)

2) Steps for preparation (Timing is everything)

- Gather information : NIP, informal exchanges, EuropeAid website, site visits
- Look for personnel : own database, company website, advertisements, good EC team leaders are well known and rare
- Look for partners for a consortium, if needed
- Agree on a mode of cooperation
- Prepare the expression of interest

How to win a TA contract ? (3)

Proposal elaboration

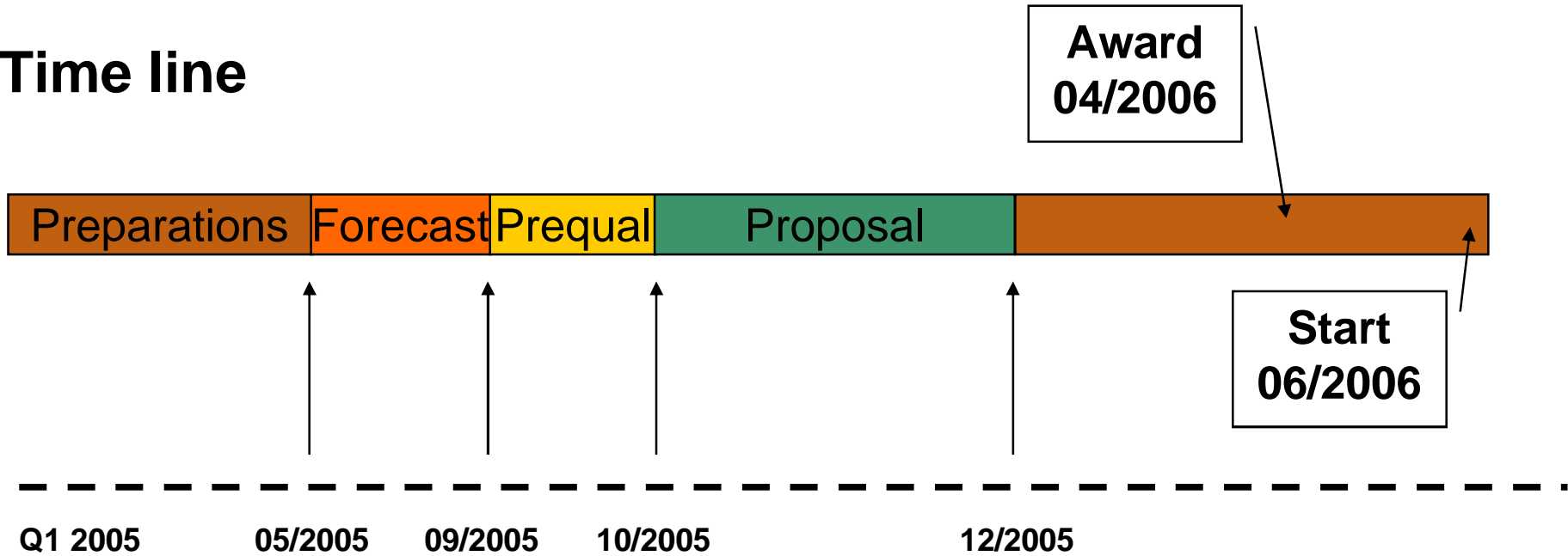
- Analyse ToR carefully
- Nominate experts (seniority counts)
- Elaborate the methodology
- Prepare the financial proposal
(fee based contracts, competitive prices)

Not important

- Local partners
- Innovative concepts (precise evaluation criteria)
- Size of the consortium

Practical example: Congo (RDC) 9ème FED

Time line



To consider when bidding – or when preparing the proposal

Tender Evaluation grid very precise

- ++ objective evaluation
- -- Difficult to propose alternative – to be creative

Team evaluation on limitative individual criteria

- Team complementarity is not valued
- Paper CVs are evaluated, not individuals

Short list or Team to recruit too large

- Ex RDC: 6 companies to provide 16 TA each = recruit 100 TA for Congo!

Ethics of consultancies

- No corruption without bribers

Budgets – sometimes very narrow

- Detrimental to quality
- Fixed envelop and evaluate quality

Quality insurance and technical backstopping

- Permanent staff to support backstopping on health issues

EC contracts compared to other donors

Strong points

- Large contract volume
- Important projects for the partner country
- Competition and fairness have improved in recent years

Difficult points

- Decision sometimes still slow
- Limited competence for health sector projects in the Delegation, difficulty to take fundamental strategic decisions
- There may be important gaps between activities planned and activities allowed by procedures.
- Alignment with Government procedures can be very difficult
- Competition between EC and Development Banks
- Programme based approach will be a huge challenge

How to manage a TA contract ?

Recommendations

- Communicate well with the Delegation
- Keep things simple and very clear
- Plan for disbursements well in advance
- Be aware of important differences between the beneficiary's country procedures and EC procedures. Learn the procedures

Health in EU external assistance programmes



09:00 – 09:45

Special session: Guidelines on participation in EU external assistance programmes

Filipe Santos, Arkipelago Consulting

10:00 – 13:10

Health in EU external assistance programmes

Moderator: Alex Puissant

13:10 – 14:30

Lunch

14:30 – 17:00

Bilateral meetings between participating companies